



**SPECIAL OPERATIONS FORCES ACQUISITION, TECHNOLOGY, & LOGISTICS**  
**Campaigning with Partners for Integrated Deterrence**

**Mr. Glen Cullen**, Program Manager, Acquisition Agility

**Ms. Leslie Babich**, Director, SOFWERX



# REMOVING BOUNDARIES

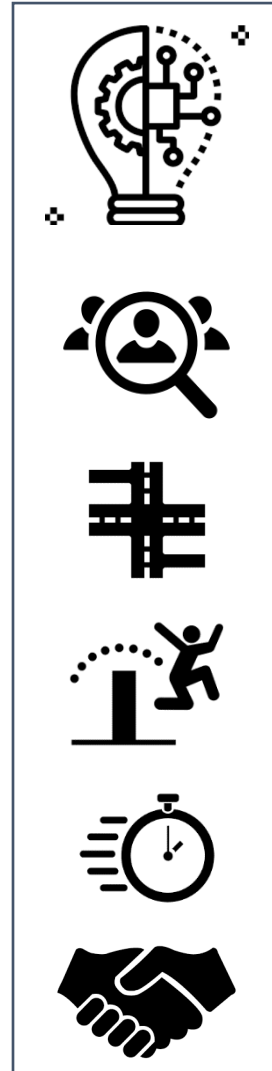
## **SOF AT&L is Interested in Leveraging EVERY Unique Approach to SOF Challenges**

- Create a partnership pathway for Non-Traditional, Small Business
- Remove Government-Specific Requirements; Reduce Cost and Complexity; Accelerate speed to award
- Address Cooperative Intellectual Property Concerns

# SOFWERX VALUE TO GOV & NON-TRADITIONAL INDUSTRY

## CAPABILITIES

- SOF Focused Ecosystem ~57K+
- Ideation Sessions & Collaboration
- Prize Challenges, Prototyping, Experimentation, Combat Evals
- Fast and Flexible Agent
- Commercial Non-FAR Sub-Awards
- Off-Base Access
- Honest Broker

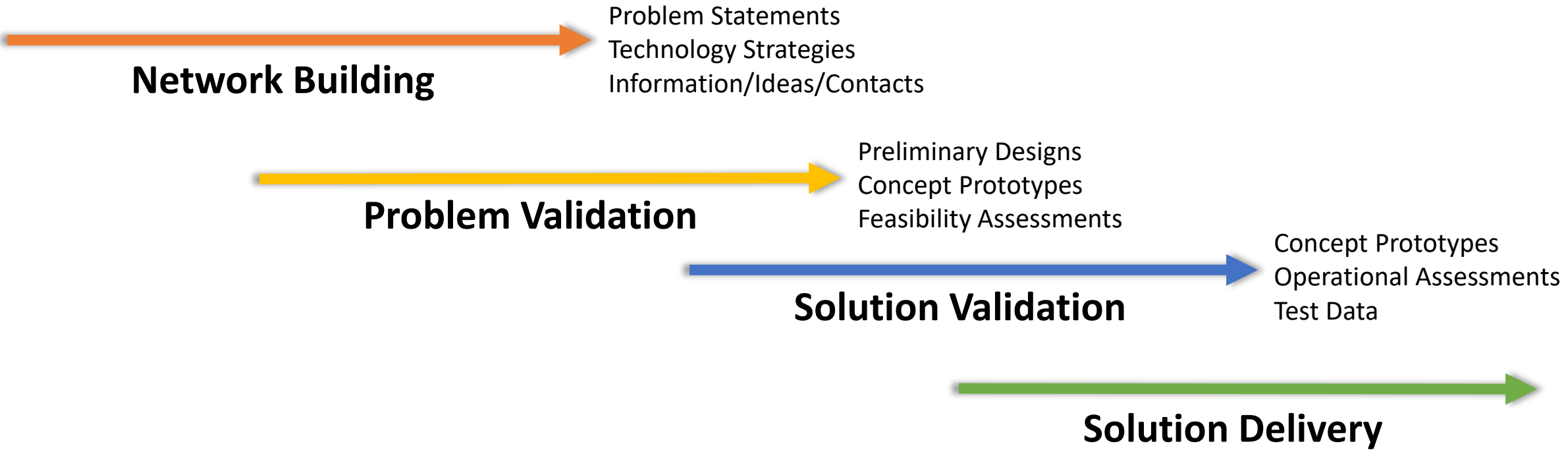


## VALUE

- Making New Tech & Capabilities Available
- Pacing Tech Gains & Threats
- High Iterative Cycles, Low Cost
- Better Informed And Quality Decision Making
- Low Barriers to Entry for Industry
- Accelerate Entry into Acquisition Cycles
- Building Relationships



# SOFWERX PATHWAYS



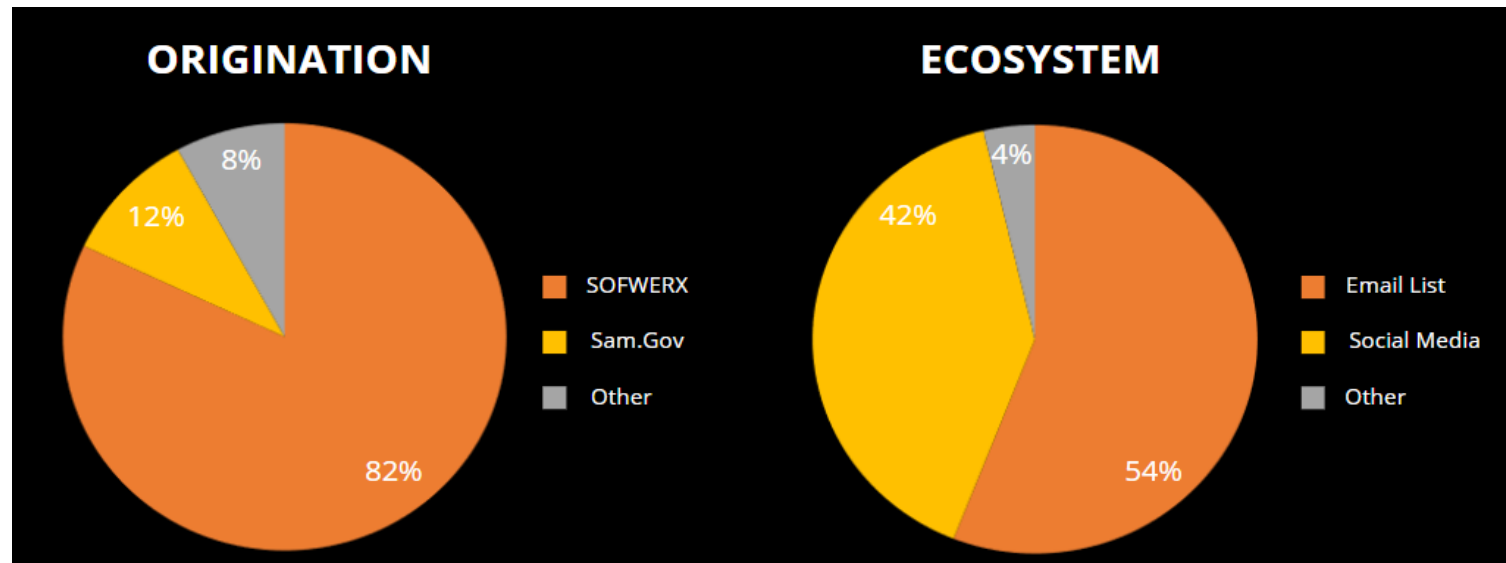
# SOFWERX

- In September 2015, USSOCOM and DEFENSEWERX established a Partnership Intermediary Agreement (PIA) under USC Title 15
- Charter: Create and maintain a platform to accelerate delivery of innovative capabilities to USSOCOM and facilitate capability refinement thru exploration, experimentation, and assessment of promising technology
- SOFWERX has operationalized the charter into three separate areas:
  - **Discovery: The SOF Ecosystem** - Explore diverse approaches to extend the SOF competitive advantage
  - **Engagement: Collaborative Events** - Deliberate collisions between USSOCOM and external innovation partners
  - **Acceleration: Impacts & Outcomes** - Increasing the velocity and volume of technology delivery to SOF to ensure supremacy

# DISCOVERY

The SOF Ecosystem: Explore and evaluate previously inaccessible technological approaches to extend the SOF competitive advantage

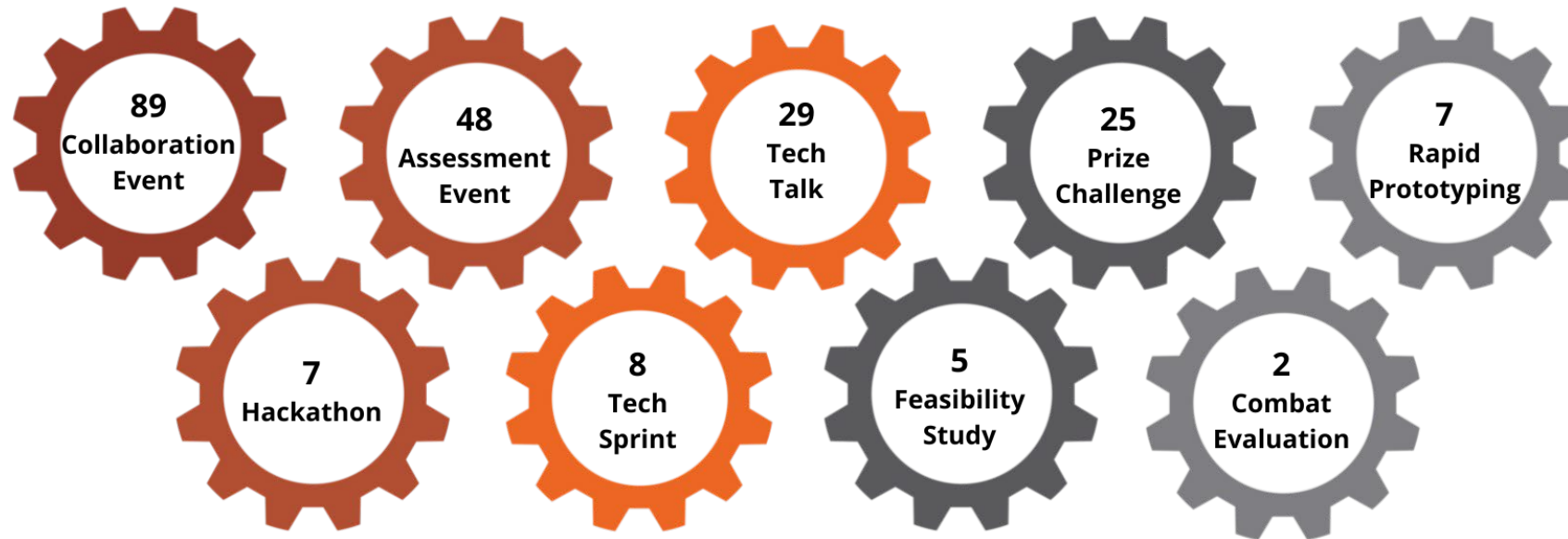
- SOFWERX is a neutral, non-profit partner that facilitates and executes technology discovery to solve USSOCOM Warfighter challenges
- The robust SOFWERX ecosystem, with 67K members, includes: USSOCOM, Interagency Partners, Academia, Interns, National Laboratories, and Non-Traditionals
- SOFWERX conducts outreach and market research to discover and attract innovative capabilities



# ENGAGEMENT

**SOFWERX Events: Deliberate collisions between USSOCOM and external innovation partners**

- **SOFWERX has facilitated over 240 events and 295 operator-focused projects**



- **In May 2020, SOFWERX launched Tech Tuesday, a forum for innovators to present transformational technologies to USSOCOM and other Government partners.**
  - 672 Government personnel in ecosystem
  - 846 technologies submitted
  - 355 presented to users and tech stakeholders

# ACCELERATION

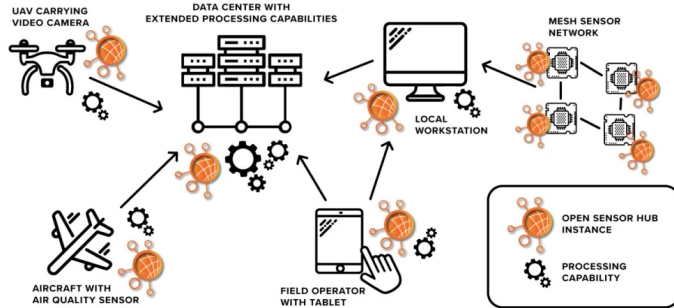
**Outcomes: Increasing the velocity and volume of technology delivery to SOF to ensure supremacy**

- **SWX has contracted \$56,724,504 through 614 Purchase Orders and B2B Agreements**
  - Average time to execute commercial agreements is less than 30 days
- **Typical timeline for each challenge conducted through SOFWERX is 60-90 days from kick-off to event execution**
- **Small Business Innovation Research (SBIR) Program leveraging the SWX Ecosystem**
  - SBIR/S&T Funds Executed: \$18.1M
  - SBIR Phase 1 (P1) Contracts: 23 / SBIR Phase 2 (P2) Contracts: 12

Metrics	Historical SOCOM Actuals	FY20 Pilot Actuals/Projections	FY20 Improvement	FY21 Pilot Actual Averages	FY21 Improvement	FY22 Pilot Averages	FY22 Improvement	Overall Averages	Relevance
Offers Received	19	39	205%	45	237%	31	163%	202%	Increase in Proposals
Phase I Proposal to Award	102 Days	22 Days	78%	33.25	68%	26.2	74%	73%	Decrease in Award Time
Phase II Proposal to Award	105 Days	20 Days	81%	34	68%	48	68%	72%	Decrease in Award Time
Phase I To Prototype Delivery	40.5 Months	14.5 Months	64%	23.35	42%			53%	PI to Prototype Savings



# IMPACTS



## SUCCESS WITH SBIR (2019-2022)

- Number of Proposals: 202% Increase
- Decrease in Award Time:
  - 73% (P1)
  - 72% (P2)
- P1 to Prototype Savings: 53%

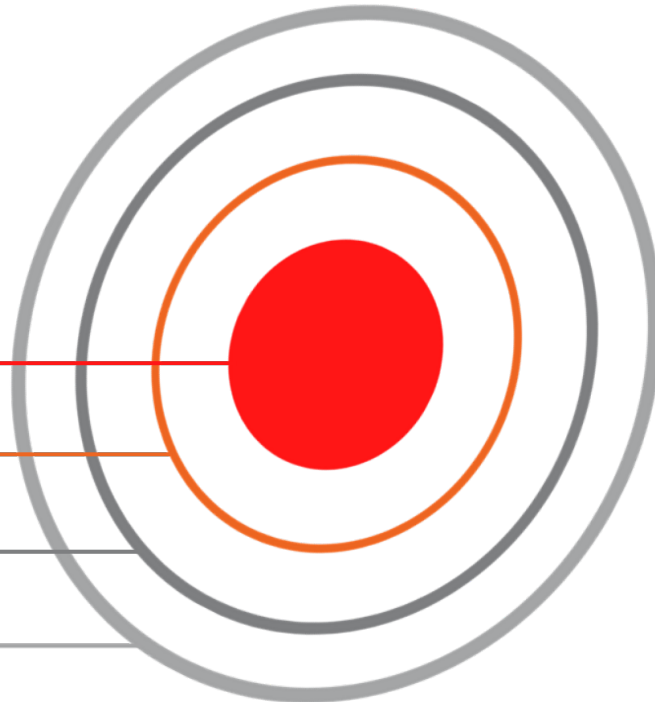


Transitions (43)

Consignments (89)

Validations (250)

Knowledge Transfers (544)



# STEM IN ACTION

- **College Intern Program**
  - Academic/Collegiate Intern support is provided through University of South Florida (USF)
  - For FY21/22, 28 academic interns from 10 different schools supported SOFWERX efforts
  - Each intern works up to 20 hrs/week during fall/spring semester and up to 29 hrs/week during the summer semester on approved projects.
- **Elementary/Middle/High School Engagement**
  - Support clubs or kickstart new STEM initiatives
  - Provide education and mentorship to explore career pathways
  - Create customized activities to demonstrate and showcase innovation processes



# ADVANCED MANUFACTURING CAPABILITIES

- **Personnel**

- Manufacturing Engineering Manager
- Staff Mechanical Engineer and/or Senior Electrical Engineer
- Interns

- **Software**

- SolidWorks - CAD
- Fusion 360 - CAM
- Ansys Fluent - Computational Fluid Dynamics / Simulations
- MATLAB - Mathematical Computations

- **Equipment**

- Computer Numerical Control (CNC) – Mill, Lathe, Plasma Cutter, Laser Cutter
- Manual – Mill, Lathe, Hydraulic Press Brake, Hydraulic Ironworker, Sheet Roller, Sewing Machine
- Welding - All facets, including but not limited to MIG, TIG, Stick, Steel/Aluminum
- 3D Printing - Resin based, Plastic Filament based, Plastic Filament with Carbon Fiber Inlay





# GETTING INVOLVED WITH SOFWERX

- **Join the Ecosystem** [sofwerx.org](https://sofwerx.org)
- **Participate in events as SMEs** [events.sofwerx.org](https://events.sofwerx.org)
- **Innovators:**
  - Submit technologies to events and [events.sofwerx.org](https://events.sofwerx.org)
  - Submit technologies to Tech Tuesday [sofwerx.org/techtuesday](https://sofwerx.org/techtuesday)
- **USSOCOM:**
  - Nominate technology focus areas for Tech Tuesday (Link TBD)
  - Submit a Foundry Request [sofwerx.org/foundry](https://sofwerx.org/foundry)
  - Bring SOFWERX a Warfighter challenge [sofwerx.org/request](https://sofwerx.org/request)